



apple towing co.

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Apple Towing CNG Case Study

Greater Houston Natural Gas Vehicle Alliance Meeting

February 12th

Dave Huber, General Manager



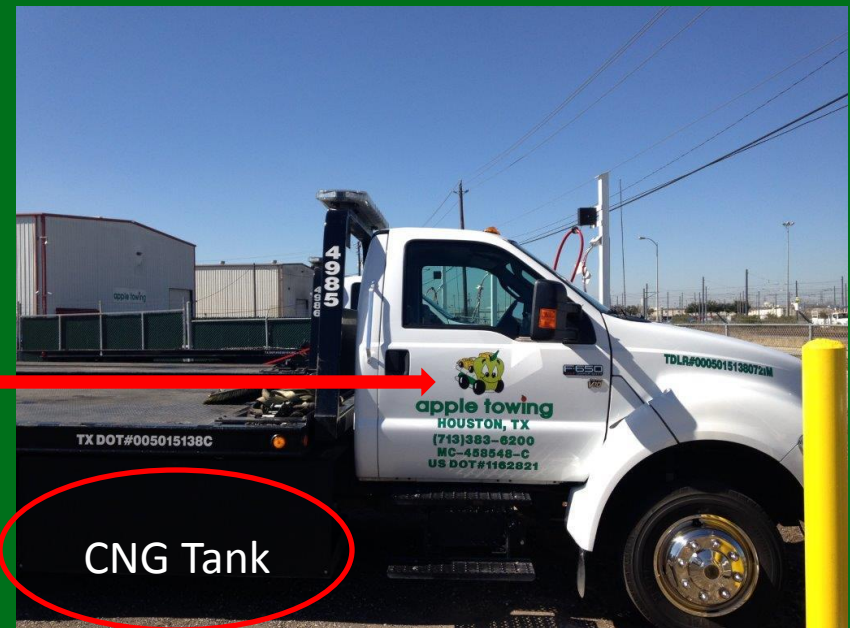
This is some of what we do...



How we got started with CNG...

- Mike Scully, our owner, saw a presentation about NGVs and it captured his attention.
- Together, we went to a workshop that GHNGVA had at Perry's and were convinced to try 2-4 CNG trucks.

Our logo has always been Red Apples
We use Green Apples for CNG



CNG Tank

How we got started with CNG...

- Our initial experience was not what we expected, while the learning was invaluable.
- We learned; we moved to Nat G, a Ford QVM, so we have a local up-fitter and a factory warranty.



How we got started with CNG...

- We ran 2 dedicated CNG trucks for our test.
- We filled CNG at local public stations. At this time Diesel was \$3.60 a gallon, we were saving at least \$1.60 per gallon.



CNG -\$1.99 gallon



Diesel - \$3.60 gallon

How we got started with CNG...

- After the 2 dedicated CNG trucks proved out we ordered 10 more.
- Today we have 12 dedicated CNG trucks. Our drivers do not have the choice of running on gasoline. Re-fuel or get towed.



How we got started with CNG...

- After we had 12 CNG trucks we thought, we can further our annual savings by installing our own private station and have the home base as our fueling station.
- This came with a learning curve.



Our station



Our Compressor

How it is going today...

- We learned a bunch
 - It all takes time.
 - Permitting
 - Design
 - Equipment order time
 - Drivers need time to get used to it, it's change.
 - Safety training
 - Filling
 - Torque
 - Total experience
 - Having a Nat G as local station builder and up-fitter was 'key' for us.



How it is going today...

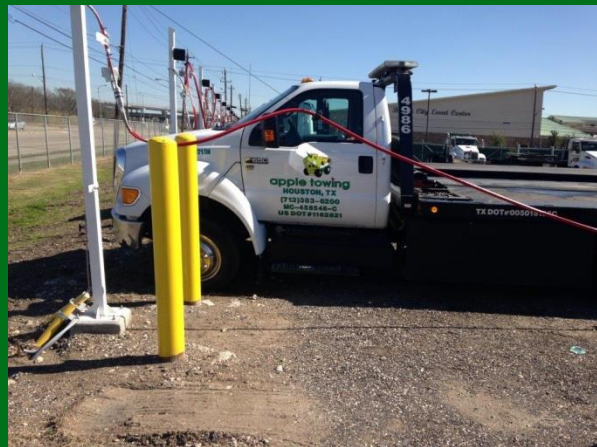
- We're saving using CNG
 - We use approximately 35 gallons per truck per day
 - Time efficiency, truck refills over night - no wasted time at gas stations
 - Oil change intervals and lower cost than diesel trucks
 - With today's diesel price we save over \$1 per gallon
 - That is \$420 per day; \$2,900 per week; \$150,000 per year
 - That's with 12 trucks and a \$1 spread @ \$2 spread we double our savings across the board.



Questions?



Go GREEN!



Thank You.

